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ANNUAL AUDITED REPORT FORM X-17A-5 PART III

Washington, DC 111

SEC Mail Processing

Section

FEB 29 2008

### FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGIN	NING <u>01/01/07</u> ANI MM/DD/YY	DENDING 12/3 MM/D	-1.0.7
A.	REGISTRANT IDEN	TIFICATION	
NAME OF BROKER DEALER:			OFFICIAL USE ONLY
E*TRADE Securities LLC			FIRM ID. NO.
ADDRESS OF PRINCIPAL PLACE	OF BUSINESS: (Do not a	ise P.O. Box No.)	? (1 (WY ID. 1 (O.
135 E. 57 <sup>th</sup> Stree	t		
	(No. and S	treet)	<del></del>
New York,	New Y	ork	10022
(City)	. (State		(Zip Code)
NAME AND TELEPHONE NUMBER	R OF PERSON TO CON	TACT IN REGARI	O TO THIS REPORT:
Shane Mulron,	Chief Financial Officer		789-0736 extension 1008
,		(A	Area Code - Telephone No.)
В. д	ACCOUNTANT IDEN	TIFICATION	<del></del> -
INDEPENDENT PUBLIC ACCOUNT	AIN I whose opinion is con	tained in this Report	•
Deloitte & Touche LLP			
	(Name - if individual, state la	-	
1750 Tysons Blvd., Suite 800	McLean	Virginia -	22102
Address)	(City)	(State)	(Zip Code)
CHECK ONE:			<b>.</b>
☑ Certified Public Accountant			MAR 2 7 2008
☐ Public Accountant			
☐ Accountant not resident in Unite	ed States or any of its posse	essions.	MAR 2 7 2008
	· · ·		Francis
	FOR OFFICIAL USE	ONLY	FINANCIA
			- CHARACTEE

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

SEC 1410 (06-02)

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County of NY	DATH OR AFFIRMATION	
and supplemental schedules pertaining to	of my knowledge and belief, the accompand of E*TRADE Securities LLC (the "Comp I further affirm that neither the Company at classified solely as that of a customer.  Signature  Chief Executive Officer Title	any") for the year ended
Mauu Kallma Notary Public	<u>.</u>	
MALIRICE HALLIVIS	•	

May 28, 26 14

MAURICE HALLIVIS
Notary Public, State of New York
No. 01HA6007604
Qualified in New York County
Commission Expires May 26, 2010

### E\*TRADE SECURITIES LLC

(SEC ID. NO. 8-44112)

FEB 29 2008

Statement of Financial Condition Ashington, DC December 31, 2007 and Independent 111 Auditors' Report and Supplemental Report on Internal Control

#### **PUBLIC DOCUMENT**

Filed pursuant to Rule 17a-5(e)(3) under the Securities Exchange Act of 1934 and Regulation 1.10(g) under the Commodity Exchange Act as a **PUBLIC DOCUMENT**.

## **Deloitte**

Deloitte & Touche LLP Suite 800 1750 Tysons Boulevard McLean, VA 22102-4219 USA

Tel: +1 703 251 1000 Fax: +1 703 251 3400 www.deloitte.com

#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors and Member of E\*TRADE Securities LLC Arlington, Virginia

We have audited the accompanying statement of financial condition of E\*TRADE Securities LLC (the "Company") as of December 31, 2007, that you are filing pursuant to Rule 17a-5 under the Securities Exchange Act of 1934 and Regulation 1.16 under the Commodity Exchange Act. This financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement based on our audit.

We conducted our audit in accordance with generally accepted auditing standards as established by the Auditing Standards Board (United States) and in accordance with the auditing standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statement, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, such statement of financial condition presents fairly, in all material respects, the financial position of E\*TRADE Securities LLC at December 31, 2007, in conformity with accounting principles generally accepted in the United States of America.

February 27, 2008

Deloitte & Sauche UP

### E\*TRADE SECURITIES LLC

# STATEMENT OF FINANCIAL CONDITION DECEMBER 31, 2007

(In thousands)

ASSETS	
Cash and cash equivalents Deposits with clearing organizations Goodwill Intangible assets, net Receivable from E*TRADE Clearing Other assets	\$ 65,353 5,551 1,615,243 370,217 6,968 8,275
TOTAL	\$ 2,071,607
LIABILITIES AND MEMBER'S EQUITY  LIABILITIES: Payables to brokers and dealers Payables to Parent and affiliated companies Accrued marketing Accrued compensation and benefits Accounts payable, accrued and other liabilities  Total liabilities	\$ 8,370 11,320 14,475 5,654 11,552 51,371
MEMBER'S EQUITY	2,020,236
TOTAL	\$ 2,071,607

See notes to the statement of financial condition.

#### E\*TRADE SECURITIES LLC

## NOTES TO THE STATEMENT OF FINANCIAL CONDITION AS OF DECEMBER 31, 2007

#### 1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Organization – E\*TRADE Securities LLC (the "Company"), a single member limited liability company ("LLC"), is a broker-dealer registered with the Securities and Exchange Commission (the "SEC") and a member of the Financial Industry Regulatory Authority ("FINRA"). Additionally, the Company is a registered introducing broker under the Commodity Exchange Act and a member of the National Futures Association. The Company is wholly owned by E\*TRADE Brokerage Holdings, Inc. ("E\*TRADE Brokerage Holdings"), an indirect wholly owned subsidiary of E\*TRADE Financial Corporation (the "Parent").

The Company clears its customer transactions through E\*TRADE Clearing LLC ("E\*TRADE Clearing"), a wholly owned subsidiary of E\*TRADE Bank (the "Bank"), on a fully disclosed basis under an introducing broker-dealer relationship. The Bank is an indirect wholly owned subsidiary of the Parent.

Nature of Operations - The Company is a provider of brokerage services primarily to retail customers. Such services include automated order placement and execution of market and limit equity orders, futures, options, exchange-traded funds, mutual funds, bond orders and the access to buy, sell and hold foreign equities in local currencies in six international markets, including Canada, France, Germany, Hong Kong, Japan and the United Kingdom. The Company also offers investing tools such as quick transfer, wireless account access, extended hours trading, quotes, research and advanced planning tools.

Use of Estimates – The financial statement was prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP"), which require management to make estimates and assumptions that affect the amounts reported in the financial statement and related notes. Actual results could differ from management's estimates. Material estimates in which management believes near-term changes could reasonably occur include the valuation of goodwill and other intangibles and the valuation and expensing of share-based payments.

Share-Based Payments — The Company participates in its Parent's share-based employee compensation plans, which are described more fully in Note 5. Effective July 1, 2005, the Parent and the Company early adopted SFAS No. 123(R), Share-Based Payment, and Staff Accounting Bulletin No. 107, Share-Based Payment, using the modified prospective application method to account for its share-based compensation plans. On November 10, 2005, the FASB issued FASB Staff Position No. FAS 123(R)-3 — Transition Election Related to Accounting for the Tax Effects of Share-Based Payment Awards, which the Company has elected to adopt. This allows the Company to use the alternative transition method provided for calculating the tax effects of stock-based compensation pursuant to SFAS No. 123(R).

Cash and Cash Equivalents – The Company considers all highly liquid investments with original maturities of three months or less at the time of purchase to be cash equivalents.

Estimated Fair-Value of Financial Instruments – The Company believes the amounts presented for financial instruments on the statement of financial condition consisting of cash equivalents, receivables from and payables to brokers, dealers, receivables from and payables to affiliated companies and other liabilities to be reasonable estimates of fair-value.

Income Taxes – The Company is a single-member LLC, and as such is not subject to federal income tax as taxable income is allocated to its member for inclusion in the member's tax return. As a result, E\*TRADE Brokerage Holdings, Inc. will include the income from the Company in its tax returns. The Company may still be subject to income or franchise taxes in certain states that impose such taxes on an LLC.

Goodwill and Other Intangibles, net – Goodwill and other intangibles, net represents the excess of the purchase price over the fair value of net tangible assets acquired through the Company's business combinations. The Company tests goodwill and intangible assets with indefinite lives for impairment on at least an annual basis or when certain events occur. The Company evaluates the remaining useful lives of other intangible assets each reporting period to determine whether events and circumstances warrant a revision to the remaining period of amortization.

**New Accounting Standards** – Below are the new accounting pronouncements that relate to activities in which the Company is engaged.

SFAS No. 157-Fair Value Measurements

In September 2006, the Financials Accounting Standards Board ("FASB") issued SFAS No. 157, Fair Value Measurements. This statement establishes, among other things, a framework for measuring fair value and expands disclosure requirements as they relate to fair value measurements. SFAS No. 157 defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. The provisions of SFAS No. 157 are to be applied prospectively, except for changes in fair value measurements that result from the initial application of SFAS No. 157 to existing derivative financial instruments measured under EITF Issue No. 02-3, existing hybrid instruments measured at fair value and block discounts, which are to be recorded as an adjustment to opening retained earnings in the year of adoption. The Company adopted this statement on January 1, 2008 for financial assets and financial liabilities and for nonfinancial assets and nonfinancial liabilities that are recognized or disclosed at fair value in the financial statements on a recurring basis, the effects of which were not material to the financial condition, results of operations or cash flows. The Company elected to defer adoption of this statement until January 1, 2009 for nonfinancial assets and nonfinancial liabilities that are not recognized or disclosed at fair value in the financial statements on a recurring basis, for which the Company does not expect the adoption of this statement to have a material impact on the Company's financial condition.

SFAS No. 159—The Fair Value Option for Financial Assets and Financial Liabilities

In February 2007, the FASB issued SFAS No. 159, The Fair Value Option for Financial Assets and Financial Liabilities. This statement provides an option under which a company may irrevocably elect fair value as the initial and subsequent measurement attribute for certain financial assets and financial liabilities. This fair value option will be available on a contract-by-contract basis with changes in fair value recognized in earnings as those changes occur. The Company adopted this

statement on January 1, 2008 and did not elect the fair value option for any financial assets or financial liabilities.

FIN No. 48—Accounting for Uncertainty in Income Taxes—an interpretation of FASB Statement 109

In July 2006, the FASB issued Interpretation 48, Accounting for Uncertainty in Income Taxes ("FIN 48"), which became effective for the Company on January 1, 2007. The interpretation prescribes a recognition threshold and a measurement attribute for the financial statement recognition and measurement of tax positions taken or expected to be taken in a tax return. For those benefits to be recognized, a tax position must be more-likely-than-not to be sustained upon examination by taxing authorities. The amount recognized is measured as the largest amount of benefit that is greater than 50% likely of being realized upon ultimate settlement. Since the Company is a single member LLC (see "Income Taxes" discussion above), FIN 48 did not have a material impact to our financial condition.

#### 2. RECEIVABLES FROM AND PAYABLES TO BROKERS AND DEALERS

Receivable from and payable to brokers and dealers are the result of the Company's activities with third party broker-dealers. Receivable from brokers and dealers of \$323,000 is included in Other assets on the statement of financial condition.

#### 3. GOODWILL AND OTHER INTANGIBLES, NET

The following table discloses the changes in the carrying value of goodwill, related to the 2005 acquisition of Harrisdirect LLC and BrownCo LLC, for the periods presented (dollars in thousands):

Balance at January 1, 2007	\$ 1,615,512
Purchase accounting adjustments	 (269)
Balance at December 31, 2007	\$ 1,615,243

At December 31, 2007, the Company held identifiable intangible assets with finite lives of \$370,217,000 (net of accumulated amortization expense of \$119,907,000).

Other intangible assets with finite lives, which are primarily amortized on an accelerated basis, consist of the following (dollars in thousands):

	Weighted Average	Gross	Accumulated	Net
	Useful Life (Years)	Amount	Amortization	Amount
Customer list	19.7	\$ 486,824	\$ (117,057)	\$ 369,767
Non-compete agreements	3	3,300	(2,850)	450
Total other intangible assets		\$ 490,124	\$ (119,907)	\$ 370,217

#### 4. RELATED PARTY TRANSACTIONS

The Parent provides the Company systems, telecommunication, administrative and operational supplies and support. The Company also receives administrative services and operational services, including management assistance and other support as needed such as finance, accounting, regulatory reporting, treasury, human resources, legal, compliance and marketing from E\*TRADE Brokerage Services, Inc., an affiliated company.

The Parent entered into a transaction with Citadel Derivatives Group LLC ("Citadel") that obligates the Company to route order flow for 97% of customer orders in exchange-listed options and 40% of its customer orders in Regulation NMS (National Market System) Securities. The Parent will reimburse the Company for unfavorable rate variances resulting from the transaction with Citadel.

The Parent leases office space and furniture under noncancelable operating leases through 2016. Such lease commitments are allocated by the Parent based on headcount.

Pursuant to the Clearing Agreement with E\*TRADE Clearing, the Company has deposited \$5,051,000, which is recorded in Deposits with clearing organizations on the statement of financial condition. E\*TRADE Clearing is entitled to certain fees for the clearance and settlement of introduced customer security transactions. A portion of these fees were allocated by the Company to various international affiliates, who are indirect wholly owned by the Parent, under service agreements. In addition, as compensation for its services, E\*TRADE Clearing retains a portion of the interest earned from the Company's customers. E\*TRADE Clearing collects commissions and related fees from customers of the Company and generally remits such amounts to the Company within thirty days. At December 31, 2007, the receivable from E\*TRADE Clearing of \$6,968,000 represents a portion of the December 2007 collections.

The Company offers sweep products, collectively the Sweep Deposit Accounts ("SDA"), that transfers certain customer balances to the Bank. The Bank carries these balances as customer deposits in FDIC-insured money market accounts and pays interest on these balances. The Bank pays E\*TRADE Clearing a fee based on the average SDA balances at a negotiated rate that approximates market, a portion of which is remitted to the Company in accordance with its Clearing Agreement with E\*TRADE Clearing.

Electronic securities trading services are provided to the Company under an agreement with E\*TRADE Network Services International, an affiliated company.

#### 5. EMPLOYEE SHARE BASED PAYMENTS AND OTHER BENEFITS

Employee Stock Option Plans

In 2005, the Parent adopted and the shareholders approved the 2005 Stock Incentive Plan (the "2005 Plan") to replace the 1996 Stock Incentive Plan (the "1996 Plan") which provides for the grant of nonqualified or incentive stock options to officers, directors, key employees and consultants for the purchase of newly issued shares of the Parent's common stock at a price determined by the Board of Directors of the Parent (the "Board") at the date the option is granted. Options are generally exercisable ratably over a four-year period from the date the option is granted and expire within ten years from the date of grant. Beginning in 2006, most options that were granted have a contractual term of seven years. Certain options provide for accelerated vesting upon a change in control. Exercise prices are generally equal to the fair market value of the shares on the grant date. A total of 85.4 million shares had been authorized under the 1996 Plan. Under the 2005 Plan, the remaining unissued authorized shares of the 1996 Plan, up to 42.0 million shares, were authorized for issuance. Additionally, any shares that had been awarded but remained unissued under the 1996 Plan that were subsequently canceled, would be authorized for issuance under the 2005 Plan, up to 39.0 million shares. As of December 31, 2007, 27.1 million shares were available for grant under the 2005 Plan.

The fair value of each option award is estimated on the date of grant using a Black-Scholes-Merton option pricing model based on the assumptions, specific to the Company, noted in the table below. Expected volatility is based on a combination of historical volatility of the Parent's stock and implied volatility of publicly traded options on the Parent's stock. The expected term represents the period of time that options granted are expected to be outstanding. The expected term is estimated using employees' actual historical behavior and projected future behavior based on expected exercise patterns. The risk-free interest rate is based on the U.S. treasury zero-coupon bond where the remaining term equals the expected term of the option. Dividend yield is zero as the Parent has not, nor does it currently plan to, issue dividends to its shareholders.

	Year Ended December 31, 2007		
Expected volatility	31	%	
Expected term years	4.5		
Risk-free interest rate	5	%	
Dividend yield	-		

The Company's weighted-average fair value of options granted was \$7.02 for 2007. Intrinsic value of options exercised at the Company was \$957,000 for 2007.

A summary of option activity under the 2005 Plan for the Company is presented below:

	Shares (in thousands)	A E:	eighted- verage xercise Price	Weighted- Average Remaining Contractual Life	Aggregate Intrinsic Value (in thousands)
Outstanding at January 1, 2007:	1,608	\$	15.44		
Transfers, net (1)	(88)	\$	11.44		
Granted	378	\$	20.60		
Exercised	(88)	\$	11.14		
Canceled	(139)	\$	20.76		
Outstanding at December 31, 2007:	1,671	\$	16.67	5.70	\$ -
Vested and expected to vest at December 31, 2007	1,441	\$	16.07	5.62	\$ -
Exercisable at December 31, 2007:	814	\$	12.69	5.22	\$ -

<sup>(1)</sup> Transfers, net refer to the transfer of employees between subsidiaries of the Parent.

As of December 31, 2007, there was \$3,779,000 of total unrecognized compensation cost related to non-vested options. This cost is expected to be recognized over a weighted-average period of 2.4 years.

#### Restricted Stock Awards

The Parent issues restricted stock awards to the Company's officers and senior executives. These awards are issued at the fair market value on the date of grant and generally vest ratably over four years. However, certain awards vest on the fifth anniversary of the date of grant. The fair value is calculated as the market price upon issuance.

A summary of non-vested restricted stock award activity for the Company is presented below:

	Shares (in thousands)	Weighted- Average Grant Date Fair Value
Non-vested at January 1, 2007:	64	\$ 19.46
Issued	21	\$ 23.33
Released	(10)	\$ 22.78
Canceled		
Non-vested at December 31, 2007:	75	\$ 20.07

As of December 31, 2007, there was \$589,000 of total unrecognized compensation cost related to non-vested awards. This cost is expected to be recognized over a weighted-average period of 2.0 years. The total fair value of restricted shares vested was \$239,000 for the year ended December 31, 2007.

#### Employee Stock Purchase Plan

The shareholders of the Parent had approved the 2002 Employee Stock Purchase Plan (the "2002 Purchase Plan"), and reserved 5,000,000 shares of common stock for sale to employees at a price no less than 85% of the lower of the fair market value of the common stock at the beginning of the one-year offering period or the end of each of the six-month purchase periods. Under SFAS No. 123(R), the 2002 Purchase Plan was considered compensatory. Effective August 1, 2005, the Parent changed the terms of its purchase plan to reduce the discount to 5% and discontinued the look-back provision. As a result, the purchase plan was not compensatory beginning August 1, 2005.

At December 31, 2007, 757,123 shares were available for purchase under the 2002 Purchase Plan.

401(k) Plan

The Parent has a 401(k) salary deferral program for eligible employees of the Company who have met certain service requirements. The Company matches certain employee contributions and grants additional contributions at its discretion.

#### 6. NET CAPITAL REQUIREMENTS

The Company is subject to the Uniform Net Capital Rule (the "Rule") under the Securities Exchange Act of 1934 administered by the SEC and the FINRA, which requires the maintenance of minimum net capital. The Company has elected to use the alternative method permitted by the Rule, which requires that the Company maintain minimum net capital equal to the greater of \$250,000 or 2% of aggregate debit balances arising from customer transactions, as defined. At December 31, 2007, the Company had net capital of \$21,307,000 which was \$21,057,000 in excess of its required net capital of \$250,000. Under the alternative method, a broker-dealer may not repay subordinated borrowings, pay cash dividends, or make any unsecured advances or loans to its parent or employees if such payment would result in net capital of less than 5% of aggregate debit balances or less than 120% of its minimum dollar amount requirement.

#### 7. COMMITMENTS AND CONTINGENT LIABILITIES

From time to time, the Company has been threatened with, or named as a defendant in, lawsuits, arbitrations and administrative claims. Such matters that are reported to regulators such as the SEC or FINRA by dissatisfied customers or others are investigated by such regulators, and may, if pursued, result in formal arbitration claims being filed against the Company by customers and/or disciplinary action being taken against the Company by regulators. Any such claims or disciplinary actions that are decided against the Company could harm the Company's business. The Company is also subject to periodic regulatory audits and inspections which could result in fines or other disciplinary actions. Unfavorable outcomes, in such matters, may result in a material impact on the Company's financial position.

The Company has provided a guarantee to E\*TRADE Clearing. Under the agreement, the Company has agreed to indemnify E\*TRADE Clearing for customers introduced by the Company that are unable to satisfy the terms of their contracts. The Company's liability under these arrangements is not quantifiable. However, the potential for the Company to be required to make payments under this agreement is remote. Accordingly, no contingent liability is carried on the statement of financial condition for these transactions.

### 8. FINANCIAL INSTRUMENTS WITH OFF-BALANCE-SHEET RISK AND CONCENTRATIONS OF CREDIT RISK

In the normal course of business, securities transactions of the Company's customers are introduced and cleared through E\*TRADE Clearing. The majority of the Company's transactions, and consequently the concentration of its credit exposure, is with E\*TRADE Clearing. Customers are required to complete their transactions on settlement date, generally three business days after trade date. If customers do not fulfill their contractual obligations to E\*TRADE Clearing, the Company may be required to reimburse E\*TRADE Clearing for losses on these obligations. The Company has established procedures to reduce this risk by requiring that customers deposit cash and/or securities into their account prior to placing an order.

The Company may at times maintain inventories in securities on both a long and short basis. Whereas long inventory positions represent the Company's ownership of securities, short inventory positions represent obligations of the Company to deliver specified securities at a contracted price, which may differ from market prices prevailing at the time of completion of the transaction. Accordingly, both long and short inventory positions may result in losses or gains to the Company as market values of securities fluctuate. To mitigate the risk of losses, long and short positions are marked to market daily and are continuously monitored by the Company. At December 31, 2007, the Company had long inventory positions of \$761,000 that are included in Other assets on the statement of financial condition and short inventory positions of \$1,098,000 that are included in Accounts payable, accrued, and other liabilities on the statement of financial condition. These inventory positions are predominantly equity securities.

The Company is also engaged in various activities in which the counterparties primarily include broker-dealers, banks, and other financial institutions. In the event that counterparties do not fulfill their obligations, the Company may be exposed to risk of loss. The risk of default depends on the creditworthiness of the counterparties. It is the Company's policy to review, as necessary, the creditworthiness of each counterparty.

\* \* \* \* \*

## **Deloitte**

February 27, 2008

To the Board of Directors and Member of E\*TRADE Securities LLC Arlington, Virginia

Deloitte & Touche LLP Suite 800 1750 Tysons Boulevard McLean, VA 22102-4219 USA

Tel: +1 703 251 1000 Fax: +1 703 251 3400 www.deloitte.com

In planning and performing our audit of the financial statements of E\*TRADE Securities LLC (the "Company") as of and for the year ended December 31, 2007 (on which we issued our report dated February 27, 2008), in accordance with auditing standards generally accepted in the United States of America and the standards of the Public Company Accounting Oversight Board (United States), we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing an opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (the "SEC"), and Regulation 1.16 under the Commodity Exchange Act, we have made a study of the practices and procedures followed by the Company, including consideration of control activities for safeguarding securities. This study included tests of compliance with such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g) and Regulation 1.16 in making the periodic computations of aggregate debits and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. We did not review the practices and procedures followed by the Company in making the quarterly securities examinations, counts, verifications, and comparisons, and the recordation of differences required by Rule 17a-13 or in complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System, because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities. We did not review the practices and procedures followed by the Company in making the daily computations of the segregation requirements of Section 4d(2) and Regulation 30.7 under the Commodity Exchange Act as the Company does not carry customers' regulated commodity futures, foreign futures, or foreign options accounts.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's and the Commodity Futures Trading Commission's (collectively "Commissions") above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) and Regulation 1.16(d)(2) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control and the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal control.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commissions to be adequate for its purposes in accordance with the Securities Exchange Act of 1934, the Commodity Exchange Act and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures, as described in the second paragraph of this report, were adequate at December 31, 2007, to meet the Commissions' objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, the Commodity Futures Trading Commission, Financial Industry Regulatory Authority, Inc., and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 and Regulation 1.16 of the Commodity Exchange Act in their regulation of registered broker-dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Deloutte LLP

